

## BARON HAYASHI IS NOT POPULAR WITH CHINESE

New Japanese Minister Is Looked Upon With Disfavor; Probably Attitude at Present Period Unknown.

(Associated Press Correspondence) Peking, Aug. 21.—The arrival of Baron Hayashi to become Japanese minister to China has found most Chinese newspapers gloomy over the new minister's probable attitude toward China and the probable policy of Japan at this crucial period in Chinese internal affairs. Although the papers express hope that Japan has decided to deal fairly with China, they fear "the old tactics of bulldozing" will be revived in a changed form.

The Peking Daily Gazette says: "He comes at a time when the national temper is well-disposed towards Japan, and when our people are not unwilling to recognize that Japanese policy and action in China may have been, to certain extent, dictated by Yuan Shih-kai's attempt to orientate the foreign policy of this country in discrimination against Japan. With the death of Yuan Shih-kai, this specific reason for an aggressive policy on the part of Tokio has disappeared, and if that reason truly explained Japanese policy in the immediate past, it would not be difficult for Baron Hayashi to convince us that his government is presently inspired by other than aggressive aims."

Baron Hayashi will be greatly assisted if he ressettles Chinese-Japanese relations on a foundation of mutual enlightenment, instead of those formulae of protection expressed in terms of "Asia for the Asiatics" or of an Asiatic Monroe doctrine, or—most suspicious and dangerous of all political heresies—of Japanese guardianship of China. As long as we continue unable to protect ourselves by our own right arm—and it will be some time yet before we can do so, owing to the inherent as well as to the alien difficulties besetting us in the work of adjusting our national life to the new environment resulting from China's entry into the system of nations—we are and must remain the ward of the great powers that have guaranteed our independence and territorial integrity, and not of any single power.

"It will be well for Japan to realize, definitely and finally, that a country with one-fourth of the world's population and with resources that are continental in extent and self-sufficiency is too great a mass of the earth's surface to be a matter of indifference to Europe and America. The attitude of the white powers regarding the Japanese demands ought to convince Japan of what is in truth an axiom. And the security of China, vis-a-vis Japan, is a vital interest of Europe and America not because—as it is written in the protocols—their commerce and industry rest on the independence and integrity of China, but because the effective domination of China by Japan would involve such a grave disturbance of the balance of nations that the Japanese would be a menace and danger to the world."

### Democracy

James Russell Lowell To the door of every generation there comes a knocking and unless the household, like the Thains of Cawdor and his wife, have been doing some deed without a name, they need not shudder. It turns out at worst to be a poor relation who wishes to come in out of the cold. The porter always grumbles and is slow to open. "Whose there, is the name of Beelzebub?" he mutters. Not a change for the better in our human housekeeping has ever taken place that wise and good men have not opposed it—have not prophesied with the alderman that the world would wake up and find its throat cut in consequence of it. The world, on the contrary, wakes up, rubs its eyes, yawns, stretches itself, and goes about its business as if nothing had happened.

### A South Dakota Pearl

(Christian Science Monitor) Miss Pettie Beavers is manager of a bank at Jefferson, S. D. This position did not come to her overnight. She was ambitious to be a teacher and, on leaving High school, entered a commercial college with this end in view. Beginning as a clerk in a Sioux City savings institution, she steadily made headway toward responsible positions. Her work then attracted the attention of the directors of the state bank at Jefferson. She is the only woman bank manager in the Dakotas, but she is giving so much satisfaction that she is unlikely long to enjoy the distinction. It is said, however, that Miss Beavers can refuse to discount a questionable note without laying the blame on the tightness of the money market, and this should give her distinction enough.

### On Walking

Entering a swamp as a sacred place—a sanctum sanctorum. There is the strength, the marrow, of Nature. The wildwood covers the virgin mould, and the same soil is good for men and for trees. A man's health requires as many acres of meadow to his prostate as his farm does loads of manure. They are the meadows on which he feeds. A town is saved, not more, by the righteous men in it than by the woods and swamps that surround it. A township where one primitive forest waves above while another primitive forest rests below—such a town is fitted to raise not only corn and potatoes, but poets and philosophers for the coming ages. In such a soil grew Homer and Confucius and the rest, and out of such a wilderness comes the reformer eating locusts and wild honey.

# REAL ESTATE NEWS

## A BATCH OF LIVE REAL ESTATE AGENTS

Albuquerque is growing in all sections of the city—every ward is feeling the touch of good times, and the cheerful noise of the hammer and saw is heard in the land. Real estate agents, without exception, report many inquiries from outside prospective purchasers for city and country properties, and "back to the farm" seems to have the call. These advertisers offer excellent bargains in city properties and valley farms, and they welcome a call from all visitors.

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### WILLYS ENTERTAINS OVERLAND EMPLOYEES AT CIRCUS PARTY

Host to 60,000 people—one-quarter of the entire population of Toledo—John N. Willys, president of the Toledo-Overland company of the Toledo Ohio, entertained for three days recently the families of the 17,000 employees of the Willys-Overland company and those of several other Toledo factories associated with his big automobile plant, with six performances of the Barnum & Bailey circus.

For the three days everything was free from the tickets admitting their listeners to side shows, menageries and main attractions, even to car tickets to and from the circus. Each employee was presented with three admission tickets and car fares. Sixty thousand admission tickets and 120,000 street car tickets were specially printed for this occasion and distributed.

For three days huge overland and Willys-Knight flags waved from the tall poles of the big tops, replacing for the first time the streamers of the Barnum and Bailey circus. Large overland banners were spread across the entrances to the tents, inviting all the guests to a joyous good

time. And from all reports a good time was the order of the day. Each performance saw the big top—the largest circus tent in the world—crowded to capacity. The closings, the freaks and performers wowed the unusual event interpolating a number of new stunts and feats, for the benefit of the auto makers and their families.

None enjoyed the show more than John N. Willys himself, who came to Toledo from New York for the opening performance, braving with him as his guests a number of the biggest military officials of the country. In addition to the Toledo, John N. Willys, head of the circus, who had also come to Toledo to supervise personally the "Overland Circus Party."

All of these vied the circus party an entirely new and thoroughly delightful departure in exhibits and entertainments. So well did John N. Willys enjoy the first show that he viewed several subsequent performances during its stay here.

But John N. Willys, his friends, his employer and their families were not the only ones to enjoy the "party." In fact none were made so happy by the three days' stay of the circus as the performers themselves. No parties for three days and a chance to sleep out of doors in the circus grounds or at hotels instead of in tiny sleeping cars caused a pleasant break in monotony of circus routine.

As a result there were many number of genuine and pronounced boosters for the overland products from the performances. One of the most popular was the shape of a miniature parade, commanded by Buck Baker, one of the show's leading clowns. He secured a squat, squat and antiquated horse named "Annie Oak," a rattling and wheezing motor vehicle of uncertain vintage and labelled it after another make of automobile, and brought up the rear with a new Overland model. The legend then read: "Any one can afford the Overland Now." The clown's ingenuity earned him many laughs and compliments.

The performers, too, took turns riding around in Overland cars, which were popular in the fair for several days. In fact the Overland troupe seemed to take delight in spinning around the race track which encircled the circus grounds in a new model 75-B. The little car earned many compliments because of its strength, power and comfort from a number of performers who are owners of automobiles.

The "Circus Party" is an outgrowth of "Overland Day," which for a number of years has been the big play day of the Overland plant. For five years the entire factory had shut down for a half a day once each year and had marched to the baseball park in Toledo to attend the annual games. In 1914 and 1915 the major league ball clubs were brought to Toledo for exhibition contests in mid-season. But this year it was decided to include the families of the employees in the festivities. The ball park could no longer accommodate comfortably even the employees of the Overland plant. The circus plan was then hit upon. Arrangements were rapidly made and carried out so successfully that the "Overland Circus Party" proved the biggest event of its kind in the history of American industry.

**INCREASED BUSINESS  
REPORTED BY UNITED  
STATES TIRE FIRM**

The United States Tire company has smashed all previous sales records into agglomeration this year, according to a statement just given out by J. C. Weston, general sales manager.

Our business," says Mr. Weston, "has been far greater than even our greatest optimist expected. Our sales have reached a point that is absolutely unprecedented in our history, and I am speaking now only about sales to dealers in the United States. Naturally, if we took into consideration our sales to manufacturers alone, we would show an even larger increase in the new number of automobile manufacturers this year. But I am talking about sales to dealers who have to meet the demands of the public."

"It is my belief that our best advertising campaign is in a large degree responsible, but you must remember that the constant increase in such an enormous total has more to do with the increasing sales effort as it has increased. Our tires have made good. Therefore has the answer. The cars given in details in advertisements in the last issue provide the advertising slogan of the year. The factory has everything to do with the makes-and qualities of United States tires."

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100x142 foot corner on North Eleventh street, \$850; three fine lots on East Central, \$500 each; two beautiful lots on East Central, \$490 each.

\$18,000

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## BUILDING LOTS

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\$18,000

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## HEAT TREATMENT IS IMPORTANT IN AUTOMOBILE MAKING

A prominent scientist, in a paper dealing with steel used in the manufacture of motor cars, made the following statement recently:

"The heat-treatment of steel is in a way the most important operation to which it is subjected. There can be no unimportant details. It is essential that the work be done by skillful men, supplied with accurate pyrometers and well designed and constructed furnaces capable of maintaining a uniform heat and of being properly regulated."

Which seems to have expressed precisely the opinion of Dodge Brothers. Not only do they insist upon expertness in every branch of the heat-treatment department, but they see that scientific research work precedes the actual heating, so that there may be no error in determining in advance the exact degree of heat to which a bar of steel should be subjected to give it the proper working qualities.

Every different kind of steel, for every different part of the car, must be put through the research test to determine what degree of heat is best adapted to its quality and to its function in service. To determine that degree, hundreds of samples are heated at different temperatures in small electric furnaces. The results of tests on these specimens, as made by various types of special instruments, are used in determining the exact treatment to be used in regular production. For instance, one of the first tests which a piece of steel undergoes after emerging from the electric furnace, is the "bend test" for brittleness.

Electric furnaces are used because electricity, more so than other fuels, may be regulated to a final point of exactness. The heat is confined within a drum or shell, heavily insulated. The pyrometer attachment will record as high as 1,800 degrees Fahrenheit. After it is heated, the steel is cooled, either fast or slow, in one of the numerous different solutions standing by.

Every step of the long and careful process is a step in the direction of the exceptional durability that has given the Dodge Brothers motor car its high standing among motor car buyers.

**A NINETY-THREE-YEAR  
OLD SPORT BUYS  
HIMSELF AN OVERLAND**

"You can't teach an old dog new tricks" is a saying that is old as the hills.

But Robert Doak, of Cartersville, Ga., does not practice it.

That's why he bought himself a birthday present of an Overland New Service Model 75-B touring car the other day, thereby qualifying for the honors of the oldest Overland owner.

There's nothing remarkable about the purchase of a touring car for birthday present, except that Mr. Doak is 93 years of age.

He was born long before the